PHILIP MORRIS USA INTER-OFFICE CORRESPONDENCE
120 PARK AVENUE, NEW YORK, NY 10017-5592

TO: John Korman **DATE:** December 17, 1991

FROM: Marketing Information & Analysis/Frank Cotignola

Forecast P16 91

SUBJECT: Sales Forecast - December 1991/1992

The following lists the major highlights for both the 1991/1992 forecast:

1991

- Sales forecast remains at 221.2 billion units. The forecast includes an additional 250.0 million units to reflect non-revenue product.
- The forecast for December reflects latest projections.

1992

- Sales forecast equals 222.0 billion units. Non-revenue product has *not* been added to the forecast.
- Merit Ultima 85's and 100's Box and Soft Pack will be introduced nationally at the end of February. Estimated volume equals 3.0 billion units. Pipeline volume to ship mid-February.
- Two new Marlboro Medium packings will be introduced July 1992 (100's Box and Soft Pack). Total volume equals 1.9 billion units. Marlboro Medium 85's will contribute 9.5 billion units in 1992.
- Benson & Hedges will add four King-Size packings (Regular and Lights) nationally in September 1992. Total contribution equals 1.5 billion units.
- FVB volume will increase to 14.6 billion in 1992 from 9.2 billion in 1991.

Attached is a copy of the Sales Forecast for full year 1991/1992. If you have any questions, please give me a call. My extension is 3472.

FC/ks

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Source: https://www.industrydocuments.ucsf.edu/docs/rlln0004

1992 Production Planning Forecast
Brand Forecast By Month

BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT	FCST	DIFF
Marlboro	4,317.0	6,657.0	14,431.0	7,920.0	14,002.0	14,504.0	6,493.0	9,888.0	15,131.0	8,715.0	15,324.5	13,658.1	131,040.6	130,977.0	63.6
Benson & Hedges	535.0	612.3	1,568.1	883.5	1,503.5	1,445.1	630.4	1,281.5	1,960.9	1,188.9	1,795.7	1,475.2	14,880.1	14,926.0	-45.9
Merit	494.2	1,440.8	1,823.8	1,131.3	1,639.0	1,568.1	781.8	990.2	1,640.5	902.1	1,599.5	1,354.8	15,366.1	15,298.0	68.1
Virginia Slims	490.3	558.4	1,430.7	823.0	1,400.3	1,345.7	586.9	835.8	1,472.3	818.5	1,420.9	1,191.4	12,374.2	12,478.0	-103.8
Parliament	144.5	165.4	423.4	238.6	406.1	390.2	170.1	242.4	427.0	237.5	412.0	345.4	3,602.6	3,605.0	-2.4
Saratoga	23.5	26.8	68.7	38.7	65.8	63.2	27.6	39.3	69.2	38.4	66.9	56.0	584.1	596.0	-11.9
Commander	7.8	8.9	22.8	12.8	21.8	21.1	9.1	13.1	23.0	12.8	22.2	18.6	194.0	200.0	-6.0
Players Black	5.7	6.6	16.8	9.5	16.1	15.6	6.9	9.6	17.1	9.5	16.5	13.8	143.7	150.0	-6.3
Cartier	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	3.0	3.0	0.0
Multifilter	4.1	4.7	12.0	6.7	11.5	11.0	4.8	6.8	12.1	6.7	11.6	9.8	101.8	100.0	1.8
B&H Deluxe	1.1	1.1	2.3	1.6	1.9	2.1	1.5	2.0	2.4	1.5	2.0	3.0	22.5	20.0	2.5
English Ovals	0.2	0.2	0.4	0.4	0.5	0.7	0.4	0.5	0.5	0.2	0.3	0.4	4.7	5.0	-0.3
All Other Full Margin	1.2	1.4	3.5	2.0	3.3	3.2	1.4	2.0	3.5	2.0	3.4	2.8	29.6	27.3	2.3
Total Full Margin	6,024.8	9,483.8	19,803.7	11,068.3	19,072.1	19,370.3	8,714.2	13,311.4	20,759.8	11,933.3	20,675.7	18,129.6	178,347.0	178,385.3	-38.3
Cambridge	590.1	675.1	1,729.2	974.2	1,657.9	1,593.3	695.0	989.7	1,743.2	969.3	1,682.4	1,410.4	14,709.8	14,700.0	9.8
Alpine	118.6	135.7	347.6	195.8	333.2	320.2	139.7	198.9	350.3	194.8	338.1	283.4	2,956.3	2,949.0	7.3
Bucks	50.3	57.5	147.2	82.9	141.1	135.6	59.2	84.3	148.4	82.5	143.2	120.0	1,252.2	1,250.0	2.2
Bristol	391.9	448.7	1,148.7	647.3	1,101.4	1,058.4	461.5	657.4	1,158.0	643.8	1,117.7	937.1	9,771.9	9,791.0	-19.1
FVB	1,111.0	1,111.0	1,111.4	1,149.7	1,150.0	1,149.9	1,198.7	1,205.9	1,313.3	1,362.9	1,364.5	1,341.8	14,570.1	14,532.0	38.1
Players 25's	15.3	17.6	45.2	25.4	43.2	41.6	18.2	25.8	45.4	25.2	43.9	36.8	383.6	383.0	0.6
Total Price Value	2,277.2	2,445.6	4,529.3	3,075.3	4,426.8	4,299.0	2,572.3	3,162.0	4,758.6	3,278.5	4,689.8	4,129.5	43,643.9	43,605.0	38.9
Total PM-USA	8,302.0	11,929.4	24,333.0	14,143.6	23,498.9	23,669.3	11,286.5	16,473.4	25,518.4	15,211.8	25,365.5	22,259.1	221,990.9	221,990.3	0.6

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Source: https://www.industrydocuments.ucsf.edu/docs/rlln0004

1992 Production Planning Forecast
Brand Contribution By Month

BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
Marlboro	52.00%	55.80%	59.31%	56.00%	59.59%	61.28%	57.53%	60.02%	59.29%	57.29%	60.41%	61.36%	59.03%
Benson & Hedges	6.44%	5.13%	6.44%	6.25%	6.40%	6.11%	5.59%	7.78%	7.68%	7.82%	7.08%	6.63%	6.70%
Merit	5.95%	12.08%	7.50%	8.00%	6.97%	6.63%	6.93%	6.01%	6.43%	5.93%	6.31%	6.09%	6.92%
Virginia Slims	5.91%	4.68%	5.88%	5.82%	5.96%	5.69%	5.20%	5.07%	5.77%	5.38%	5.60%	5.35%	5.57%
Parliament	1.74%	1.39%	1.74%	1.69%	1.73%	1.65%	1.51%	1.47%	1.67%	1.56%	1.62%	1.55%	1.62%
Saratoga	0.28%	0.22%	0.28%	0.27%	0.28%	0.27%	0.24%	0.24%	0.27%	0.25%	0.26%	0.25%	0.26%
Commander	0.09%	0.07%	0.09%	0.09%	0.09%	0.09%	0.08%	0.08%	0.09%	0.08%	0.09%	0.08%	0.09%
Players Black	0.07%	0.06%	0.07%	0.07%	0.07%	0.07%	0.06%	0.06%	0.07%	0.06%	0.07%	0.06%	0.06%
Cartier	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Multifilter	0.05%	0.04%	0.05%	0.05%	0.05%	0.05%	0.04%	0.04%	0.05%	0.04%	0.05%	0.04%	0.05%
B&H Deluxe	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%
English Ovals	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Full Margin	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%
Total Full Margin	72.57%	79.50%	81.39%	78.26%	81.16%	81.84%	77.21%	80.81%	81.35%	78.45%	81.51%	81.45%	80.34%
Cambridge	7.11%	5.56%	7.11%	6.89%	7.06%	6.73%	6.16%	6.01%	6.83%	6.37%	6.63%	6.34%	6.63%
Alpine	1.43%	1.14%	1.43%	1.38%	1.42%	1.35%	1.24%	1.21%	1.37%	1.28%	1.33%	1.27%	1.33%
Bucks	0.61%	0.48%	0.60%	0.59%	0.60%	0.57%	0.52%	0.51%	0.58%	0.54%	0.56%	0.54%	0.56%
Bristol	4.72%	3.76%	4.72%	4.58%	4.69%	4.47%	4.09%	3.99%	4.54%	4.23%	4.41%	4.21%	4.40%
FVB	13.38%	9.31%	4.57%	8.13%	4.89%	4.86%	10.62%	7.32%	5.15%	8.96%	5.38%	6.03%	6.56%
Players 25's	0.18%	0.15%	0.19%	0.18%	0.18%	0.18%	0.16%	0.16%	0.18%	0.17%	0.17%	0.17%	0.17%
Total Price Value	27.43%	20.50%	18.61%	21.74%	18.84%	18.16%	22.79%	19.19%	18.65%	21.55%	18.49%	18.55%	19.66%
Total PM-USA	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

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PM-USA 1992 PRODUCTION FORECAST

	JAN 1	FEB 2	MAR 3	APR 4	MAY 5	JUN 6	JUL 7	AUG 8	SEP 9	OCT 10	NOV 11	DEC 12	TOTAL	FCST	DIFF
0276D ALPINE	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0072D B&H DELUXE KS	1.1	1.1	2.3	1.6	1.9	2.1	1.5	2.0	2.4	1.5	2.0	3.0	22.5	20.0	2.5
0400D B&H 100S SP REG	83.5	95.6	244.8	138.0	234.7	225.6	98.4	140.1	246.8	137.2	238.2	199.7	2082.6	2135.0	-52.4
0431D B&H 100S SP MEN	109.8	125.6	321.7	181.6	308.4	296.4	129.3	184.1	324.3	180.3	313.0	262.4	2736.5	2790.0	-53.5
0416D B&H 100S BOX REG	17.8	20.4	52.2	29.4	50.1	48.1	21.0	29.9	52.7	29.3	50.8	42.6	444.3	459.0	-14.7
0426D B&H 100S BOX MEN	12.6	14.4	37.0	20.8	35.5	34.1	14.9	21.2	37.3	20.7	36.0	30.2	314.7	350.0	-35.3
1100D B&H 100S DLX ULT REG	95.6	109.4	280.2	157.9	268.6	258.2	112.6	160.4	282.5	157.1	272.6	228.6	2383.7	2390.0	-6.3
1110D B&H 100S DLX ULT MEN	71.3	81.6	208.9	117.7	200.3	192.5	84.0	119.6	210.6	117.1	203.3	170.4	1777.3	1750.0	27.3
0510D B&H 100S LTS SP REG	63.9	73.1	187.3	105.5	179.6	172.6	75.3	107.2	188.8	105.0	182.2	152.8	1593.3	1550.0	43.3
0520D B&H 100S LTS SP MEN	63.1	72.2	184.9	104.2	177.3	170.4	74.3	105.8	186.4	103.6	179.9	150.8	1572.9	1525.0	47.9
0900D B&H 100S LTS BX REG	8.9	10.2	26.1	14.7	25.0	24.1	10.5	14.9	26.3	14.6	25.4	21.3	222.0	220.0	2.0
0910D B&H 100S LTS BX MEN	8.5	9.8	25.0	14.1	24.0	23.1	10.1	14.3	25.2	14.0	24.3	20.4	212.8	217.0	-4.2
9476D B&H KINGS REG (NEW)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	224.0	225.0	200.0	155.0	120.0	924.0	924.0	0.0
9486D B&H KINGS LTS (NEW)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	160.0	155.0	110.0	115.0	76.0	616.0	616.0	0.0
0381D ENGLISH OVALS KS	0.2	0.2	0.4	0.4	0.5	0.7	0.4	0.5	0.5	0.2	0.3	0.4	4.7	5.0	-0.3
0146D HI LITE	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0012D MARL FT BOX	1024.0	1579.0	3423.0	1879.0	3321.0	3346.0	1453.0	2266.0	3541.0	2021.0	3592.0	3200.0	30645.0	30624.0	21.0
0290D MARL KS SOFT	702.0	1083.0	2347.0	1288.0	2277.0	2294.0	996.0	1554.0	2428.0	1386.0	2463.0	2194.0	21012.0	21000.0	12.0
0660D MARL LIGHTS	591.0	912.0	1976.0	1084.0	1917.0	1931.0	839.0	1308.0	2044.0	1166.0	2073.0	1847.0	17688.0	17676.0	12.0
0190D MARL LIGHTS 100S BOX	195.0	301.0	653.0	358.0	633.0	638.0	277.0	432.0	675.0	385.0	685.0	610.0	5842.0	5841.0	1.0
0180D MARL LIGHTS 100S SP	244.0	376.0	816.0	448.0	792.0	797.0	346.0	540.0	844.0	482.0	856.0	763.0	7304.0	7300.0	4.0
0690D MARL LIGHTS 85 BOX	687.0	1059.0	2296.0	1260.0	2228.0	2244.0	975.0	1520.0	2375.0	1355.0	2409.0	2146.0	20554.0	20542.0	12.0
0210D MARL MENTHOL	36.0	55.0	119.0	65.0	116.0	116.0	51.0	79.0	123.0	70.0	125.0	111.0	1066.0	988.0	78.0
0530D MARL 100S BOX	182.0	280.0	607.0	333.0	589.0	594.0	258.0	402.0	628.0	359.0	637.0	568.0	5437.0	5426.0	11.0
0480D MARL 100S SP	217.0	335.0	726.0	399.0	705.0	710.0	308.0	481.0	752.0	429.0	762.0	679.0	6503.0	5999.0	504.0
3291D MARLBORO RED 25	38.0	59.0	128.0	71.0	125.0	126.0	55.0	85.0	133.0	76.0	135.0	120.0	1151.0	1000.0	151.0
3661D MARLBORO LTS 25	21.0	32.0	69.0	38.0	67.0	67.0	29.0	45.0	71.0	40.0	72.0	64.0	615.0	520.0	95.0
1560D MARL LTS BX MEN 100	16.0	25.0	54.0	30.0	52.0	53.0	23.0	36.0	56.0	32.0	57.0	51.0	485.0	467.0	18.0
1590D MARL LTS BX MEN KS	24.0	36.0	79.0	43.0	77.0	77.0	34.0	52.0	82.0	47.0	83.0	74.0	708.0	707.0	1.0
1270D MARL FF MEN BOX(NEW)	6.0	9.0	20.0	11.0	19.0	19.0	8.0	13.0	20.0	12.0	21.0	18.0	176.0	178.0	-2.0
1760D MARLBORO UL RED	1.0	1.0	3.0	2.0	3.0	3.0	1.0	2.0	3.0	2.0	3.0	3.0	27.0	35.0	-8.0
1770D MARLBORO UL 100 RED	1.0	1.0	3.0	1.0	2.0	2.0	1.0	2.0	3.0	2.0	3.0	2.0	23.0	25.0	-2.0
1780D MARLBORO UL 85 BLUE	4.0	7.0	15.0	8.0	14.0	14.0	6.0	10.0	15.0	9.0	15.0	14.0	131.0	134.0	-3.0
1790D MARLBORO UL 100BLUE	3.0	5.0	10.0	5.0	10.0	10.0	4.0	7.0	10.0	6.0	10.0	9.0	89.0	80.0	9.0
2130D MARLBORO UL 85 WHITE	2.0	4.0	8.0	4.0	8.0	8.0	3.0	5.0	8.0	5.0	8.0	7.0	70.0	70.0	0.0
2140D MARLBORO UL 100 WHITE	2.0	2.0	5.0	3.0	5.0	5.0	2.0	3.0	5.0	3.0	5.0	5.0	45.0	45.0	0.0
2710D MARLBORO MED KING SP	111.0	172.0	372.0	204.0	361.0	364.0	158.0	246.0	385.0	220.0	390.0	348.0	3331.0	4364.0	-1033.0
2700D MARLBORO MED KNG BOX	207.0	319.0	692.0	380.0	671.0	676.0	294.0	458.0	715.0	408.0	726.0	647.0	6193.0	6015.0	178.0
2740D MARLBORO MED 100 BX	0.0	0.0	0.0	0.0	0.0	232.0	213.0	200.0	116.0	105.0	103.0	100.0	1069.0	1069.0	0.0
2750D MARLBORO MED 100 SP	0.0	0.0	0.0	0.0	0.0	168.0	155.0	135.0	88.0	89.0	80.5	68.1	783.6	784.0	-0.4
0820D MARL RED KS BX(TEST)	3.0	5.0	10.0	6.0	10.0	10.0	4.0	7.0	11.0	6.0	11.0	10.0	93.0	88.0	5.0
0710D MERIT REG	101.0	115.6	296.1	166.8	283.9	272.8	119.0	169.5	298.5	166.0	288.1	241.5	2518.8	2470.0	48.8
0720D MERIT MENTHOL	16.7	19.1	48.9	27.5	46.8	45.0	19.6	28.0	49.2	27.4	47.5	39.8	415.5	420.0	-4.5

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PM-USA 1992 PRODUCTION FORECAST

	JAN 1	FEB 2	MAR 3	APR 4	MAY 5	JUN 6	JUL 7	AUG 8	SEP 9	OCT 10	NOV 11	DEC 12	TOTAL	FCST	DIFF
0760D MERIT 100S REG	78.1	89.4	228.9	129.0	219.5	210.9	92.0	131.0	230.8	128.3	222.7	186.7	1947.3	1900.0	47.3
0770D MERIT 100S MENTHOL	14.3	16.4	42.0	23.7	40.3	38.7	16.9	24.0	42.4	23.5	40.9	34.3	357.4	300.0	57.4
1010D MERIT UL REG	91.5	104.7	268.2	151.1	257.1	247.1	107.8	153.5	270.3	150.3	260.9	218.7	2281.2	2330.0	-48.8
1020D MERIT UL MEN	21.7	24.8	63.6	35.8	61.0	58.6	25.6	36.4	64.1	35.7	61.9	51.9	541.1	580.0	-38.9
1030D MERIT UL 100S REG	67.3	77.1	197.4	111.2	189.2	181.8	79.3	113.0	199.0	110.6	192.0	161.0	1678.9	1596.0	82.9
1040D MERIT UL 100S MEN	17.0	19.5	49.8	28.1	47.8	45.9	20.0	28.5	50.2	27.9	48.5	40.6	423.8	395.0	28.8
1200D MERIT KS BOX	37.5	43.0	110.0	62.0	105.5	101.4	44.2	63.0	110.9	61.7	107.0	89.7	935.9	967.0	-31.1
1800D MERIT UL BX	32.9	37.6	96.3	54.3	92.3	88.8	38.7	55.1	97.1	54.0	93.7	78.6	819.4	865.0	-45.6
1830D MERIT UL 100'S BX	16.2	18.6	47.6	26.8	45.6	43.8	19.1	27.2	48.0	26.7	46.3	38.8	404.7	432.0	-27.3
2540D MERIT ULTIMA 85'S BX	0.0	105.0	15.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	120.1	365.0	-244.9
2530D MERIT ULTIMA 100 BX	0.0	157.5	22.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	180.1	548.0	-367.9
2510D MERIT ULTIMA 85'S SP	0.0	245.0	35.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	280.1	852.0	-571.9
2520D MERIT ULTIMA 100 SP	0.0	367.5	52.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	420.2	1278.0	-857.8
2860D MERIT ULTIMA 85'S BX	0.0	0.0	29.9	37.8	30.0	28.0	24.0	19.3	21.6	10.8	22.8	20.8	245.0	365.0	-120.0
2880D MERIT ULTIMA 100 BX	0.0	0.0	44.9	56.7	45.0	42.0	35.9	29.0	32.4	16.2	34.2	31.2	367.5	548.0	-180.5
2870D MERIT ULTIMA 85'S SP	0.0	0.0	69.9	88.2	70.0	65.3	55.9	45.1	50.4	25.2	53.2	48.5	571.7	852.0	-280.3
2890D MERIT ULTIMA 100 SP	0.0	0.0	104.8	132.3	105.0	98.0	83.8	67.6	75.6	37.8	79.8	72.7	857.4	1278.0	-420.6
0396D MULTIFILTER REG	4.1	4.7	12.0	6.7	11.5	11.0	4.8	6.8	12.1	6.7	11.6	9.8	101.8	100.0	1.8
0050D PARL LTS BOX 80	61.1	69.9	179.0	100.9	171.7	165.0	71.9	102.5	180.5	100.4	174.2	146.0	1523.1	1592.0	-68.9
0040D PARL LTS KS	26.8	30.7	78.6	44.3	75.4	72.4	31.6	45.0	79.3	44.1	76.5	64.1	668.8	652.0	16.8
0500D PARL LTS 100 SP	56.6	64.8	165.8	93.4	159.0	152.8	66.6	94.9	167.2	93.0	161.3	135.3	1410.7	1361.0	49.7
0106D COMMANDER REGULAR	1.5	1.7	4.3	2.4	4.1	4.0	1.7	2.5	4.3	2.4	4.2	3.5	36.6	48.0	-11.4
0096D COMMANDER KING SIZE	6.3	7.2	18.5	10.4	17.7	17.1	7.4	10.6	18.7	10.4	18.0	15.1	157.4	152.0	5.4
0336D PM INTL	0.6	0.7	1.8	1.0	1.7	1.7	0.7	1.0	1.8	1.0	1.8	1.5	15.5	15.5	0.0
0366D PM INTL MEN	0.1	0.1	0.2	0.1	0.2	0.2	0.1	0.1	0.2	0.1	0.2	0.1	1.5	1.4	0.1
0080D SARATOGA 120 REG	16.0	18.3	46.8	26.4	44.9	43.1	18.8	26.8	47.2	26.2	45.6	38.2	398.3	416.0	-17.7
0130D SARATOGA 120 MEN	7.5	8.5	21.9	12.3	20.9	20.1	8.8	12.5	22.0	12.2	21.3	17.8	185.8	180.0	5.8
0601D VA SLIMS 100S REG	76.3	87.4	223.7	126.1	214.5	206.1	89.9	128.0	225.5	125.4	217.7	182.5	1903.1	1890.0	13.1
0631D VA SLIMS 100S MEN	65.9	75.4	193.2	108.8	185.2	178.0	77.6	110.6	194.7	108.3	187.9	157.6	1643.2	1663.0	-19.8
0640D VA SLIMS LTS BOX REG	67.2	76.9	197.0	111.0	188.9	181.5	79.2	112.7	198.6	110.4	191.6	160.7	1675.7	1640.0	35.7
0650D VA SLIMS LTS BOX MEN	76.3	87.4	223.7	126.1	214.5	206.1	89.9	128.0	225.5	125.4	217.7	182.5	1903.1	1840.0	63.1
1610D VA SLIMS 120 REG	55.1	63.1	161.5	91.0	154.9	148.8	64.9	92.4	162.8	90.5	157.1	131.8	1373.9	1410.0	-36.1
1620D VA SLIMS 120 MEN	38.9	44.5	114.0	64.3	109.3	105.1	45.8	65.3	115.0	63.9	111.0	93.0	970.1	990.0	-19.9
1600D VS UL 100'S REG	49.2	56.3	144.1	81.2	138.1	132.7	57.9	82.4	145.2	80.7	140.2	117.5	1225.5	1285.0	-59.5
1630D VS UL 100'S MEN	38.7	44.3	113.5	64.0	108.8	104.6	45.6	65.0	114.4	63.6	110.4	92.6	965.5	975.0	-9.5
2100D VS SS REG	9.3	8.1	26.0	21.4	36.5	35.1	15.3	21.8	38.4	21.3	37.0	31.0	301.2	340.0	-38.8
2110D VS SS MEN	13.4	15.0	34.0	29.1	49.6	47.7	20.8	29.6	52.2	29.0	50.3	42.2	412.9	445.0	-32.1
0221D PLAYERS	0.2	0.3	0.7	0.4	0.7	0.7	0.3	0.4	0.7	0.4	0.7	0.6	6.1	0.0	0.0
1166D PLAYERS 85 BOX REG	1.9	2.2	5.6	3.2	5.4	5.2	2.3	3.2	5.7	3.2	5.5	4.6	48.0	52.0	-4.0
1186D PLAYERS 85 BOX MEN	1.2	1.3	3.4	1.9	3.2	3.1	1.4	1.9	3.4	1.9	3.3	2.8	28.8	33.0	-4.2
1176D PLAYERS 100 BOX REG	1.5	1.8	4.5	2.5	4.3	4.2	1.8	2.6	4.6	2.5	4.4	3.7	38.4	40.0	-1.6
1196D PLAYERS 100 BOX MEN	0.9	1.0	2.6	1.5	2.5	2.4	1.1	1.5	2.7	1.5	2.6	2.1	22.4	25.0	-2.6
4166D PLAYERS 85 REG 25	2.1	2.4	6.2	3.5	5.9	5.7	2.5	3.5	6.2	3.4	6.0	5.0	52.4	63.0	-10.6

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PM-USA 1992 PRODUCTION FORECAST

	JAN 1	FEB 2	MAR 3	APR 4	MAY 5	JUN 6	JUL 7	AUG 8	SEP 9	OCT 10	NOV 11	DEC 12	TOTAL	FCST	DIFF
4176D PLAYERS 100 REG 25	7.7	8.8	22.6	12.7	21.6	20.8	9.1	12.9	22.7	12.6	21.9	18.4	191.8	189.0	2.8
4186D PLAYERS 85 MEN 25	1.0	1.2	3.1	1.7	2.9	2.8	1.2	1.8	3.1	1.7	3.0	2.5	26.0	21.0	5.0
4196D PLAYERS 100 MEN 25	4.5	5.2	13.3	7.5	12.8	12.3	5.4	7.6	13.4	7.5	13.0	10.9	113.4	110.0	3.4
9475D CAMBRIDGE 85 UL SP	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
0370D CAMBRIDGE 100 UL	88.3	101.0	258.7	145.8	248.0	238.3	104.0	148.1	260.8	145.0	251.7	211.0	2200.7	2153.0	47.7
1420D CAMBRIDGE 85 REG	87.0	99.5	254.9	143.6	244.4	234.9	102.4	145.9	257.0	142.9	248.0	207.9	2168.4	2125.0	43.4
1430D CAMBRIDGE 85 MEN	29.2	33.4	85.6	48.2	82.1	78.9	34.4	49.0	86.3	48.0	83.3	69.8	728.2	712.0	16.2
1440D CAMBRIDGE 100 REG	118.9	136.1	348.6	196.4	334.2	321.2	140.1	199.5	351.4	195.4	339.1	284.3	2965.2	3007.0	-41.8
1450D CAMBRIDGE 100 MEN	66.5	76.1	194.8	109.7	186.7	179.5	78.3	111.5	196.3	109.2	189.5	158.9	1657.0	1659.0	-2.0
0860D CAMBRIDGE FF KS	68.5	78.3	200.6	113.0	192.3	184.8	80.6	114.8	202.2	112.4	195.2	163.6	1706.3	1700.0	6.3
0880D CAMBRIDGE FF 100'S	84.6	96.8	248.0	139.7	237.8	228.5	99.7	141.9	250.0	139.0	241.3	202.3	2109.6	2094.0	15.6
2780D CAMB LOWEST KS SP	20.0	22.8	58.5	33.0	56.1	53.9	23.5	33.5	59.0	32.8	56.9	47.7	497.7	525.0	-27.3
2790D CAMB LOWEST 100 SP	27.1	31.1	79.5	44.8	76.3	73.3	32.0	45.5	80.2	44.6	77.4	64.9	676.7	725.0	-48.3
1680D ALPINE LTS BX	1.7	1.9	4.9	2.8	4.7	4.5	2.0	2.8	5.0	2.8	4.8	4.0	41.9	42.0	-0.1
1660D ALPINE 100 BX	1.5	1.7	4.3	2.4	4.1	4.0	1.7	2.5	4.3	2.4	4.2	3.5	36.6	38.0	-1.4
0920D ALPINE FF 85'S	23.1	26.4	67.7	38.1	64.9	62.3	27.2	38.7	68.2	37.9	65.8	55.2	575.5	575.0	0.5
0930D ALPINE FF 100'S	28.5	32.7	83.7	47.1	80.2	77.1	33.6	47.9	84.3	46.9	81.4	68.2	711.6	708.0	3.6
0940D ALPINE LTS 85'S	24.8	28.3	72.6	40.9	69.6	66.9	29.2	41.5	73.2	40.7	70.6	59.2	617.5	613.0	4.5
0950D ALPINE LTS 100'S	39.0	44.7	114.4	64.5	109.7	105.4	46.0	65.5	115.3	64.1	111.3	93.3	973.2	973.0	0.2
GAA1D GRIDLOCK KINGS	6.0	6.0	6.0	7.0	7.0	7.0	8.0	8.0	8.0	9.1	9.1	9.1	90.3	92.0	-1.7
GAC1D GRIDLOCK FF 100	7.8	7.8	7.8	9.0	9.0	9.0	9.1	9.1	9.1	11.0	11.0	11.0	110.7	99.0	11.7
GAJ1D GRIDLOCK LTS 100	6.9	6.9	6.9	7.2	7.2	7.2	7.4	7.5	9.9	9.9	9.9	9.6	96.5	80.0	16.5
GAP1D GRIDLOCK ULTRA 100	6.3	6.3	6.3	6.5	6.5	6.5	6.8	6.8	8.9	8.9	8.9	8.7	87.4	81.0	6.4
GAZ1D GRIDLOCK NON-FILTER	3.8	3.8	3.8	3.9	3.9	3.9	4.1	4.1	5.2	5.2	5.2	5.0	51.9	44.0	7.9
MAA1D GPA FF KINGS	2.5	2.5	2.5	2.6	2.6	2.6	2.7	2.7	3.3	3.3	3.3	3.2	33.8	28.0	5.8
MAC1D GPA FF 100'S	2.5	2.5	2.5	2.6	2.6	2.6	2.7	2.7	3.4	3.4	3.4	3.3	34.2	32.0	2.2
MAF1D GPA LIGHTS KINGS	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	2.3	2.3	2.3	2.2	19.7	23.0	-3.3
MAH1D GPA LIGHTS KINGS MEN	1.3	1.3	1.3	1.3	1.3	1.3	1.6	1.6	1.9	1.9	1.9	1.8	18.5	15.0	3.5
MAJ1D GPA LIGHTS 100'S	1.9	1.9	1.9	2.0	2.0	2.0	2.0	2.0	2.8	2.8	2.8	2.7	26.8	24.0	2.8
MAK1D GPA LIGHTS 100 MEN	1.9	1.9	1.9	2.0	2.0	2.0	2.0	2.0	2.6	2.6	2.6	2.5	26.0	21.0	5.0
MAM1D GPA ULTRA LIGHTS KING	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	0.8	0.8	0.8	0.8	8.5	11.0	-2.5
MAP1D GPA ULTRA LIGHTS 100'S	1.9	1.9	1.9	2.0	2.0	2.0	2.0	2.0	2.6	2.6	2.6	2.5	26.0	24.0	2.0
MAZ1D GPA NON-FILTER KINGS	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	2.0	2.0	2.0	1.9	18.5	13.0	5.5
NAA1D NO FRILLS FF KINGS	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.5	1.5	1.5	1.5	16.6	16.0	0.6
NAC1D NO FRILLS FF 100	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.5	1.5	1.5	1.5	16.6	16.0	0.6
NAF1D NO FRILLS LIGHTS	2.5	2.5	2.5	2.6	2.6	2.6	2.7	2.7	4.0	4.0	4.0	3.9	36.6	33.0	3.6
NAH1D NO FRILLS LIGHTS MEN	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.9	2.9	2.9	2.8	27.5	32.0	-4.5
NAJ1D NO FRILLS LIGHTS 100	3.2	3.2	3.2	3.3	3.3	3.3	3.6	3.7	3.9	3.9	3.9	3.8	42.3	35.0	7.3
NAK1D NO FRILL LTS 100 MEN	1.3	1.3	1.3	1.3	1.3	1.3	2.0	2.0	2.4	2.4	2.4	2.3	21.3	12.0	9.3
NAM1D NO FRILL ULTS KINGS	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	2.0	2.0	2.0	1.9	18.5	12.0	6.5
NAP1D NO FRILLS ULTRA 100	2.5	2.5	2.5	2.6	2.6	2.6	2.7	2.7	3.4	3.4	3.4	3.3	34.2	31.0	3.2
BAA1D BEST BUY FF KS	22.6	22.6	22.6	22.6	22.6	22.6	22.6	22.9	26.8	26.8	26.8	26.0	287.5	310.0	-22.5
BAC1D BEST BUY FF 100	23.0	23.0	23.0	26.0	26.0	26.0	28.0	28.0	28.0	30.0	30.0	30.0	321.0	330.0	-9.0

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PM-USA 1992 PRODUCTION FORECAST

	JAN 1	FEB 2	MAR 3	APR 4	MAY 5	JUN 6	JUL 7	AUG 8	SEP 9	OCT 10	NOV 11	DEC 12	TOTAL	FCST	DIFF
BAF1D BEST BUY LT KS	10.1	10.1	10.1	10.5	10.5	10.5	10.8	10.9	12.9	12.9	12.9	12.5	134.7	148.0	-13.3
BAH1D BEST BUY LT KS MEN	7.6	7.6	7.6	7.8	7.8	7.8	8.1	8.2	9.3	9.3	9.3	9.0	99.4	102.0	-2.6
BAJ1D BEST BUY LT 100	20.8	20.8	20.8	21.6	21.6	21.6	23.6	23.9	25.5	25.5	25.5	24.8	276.0	265.0	11.0
BAK1D BEST BUY LTS ME	13.3	13.3	13.3	13.7	13.7	13.7	14.8	14.9	16.2	16.2	16.2	15.8	175.1	170.0	5.1
BAM1D BEST BUY ULT KS	8.9	8.9	8.9	8.9	8.9	8.9	8.9	9.0	10.9	10.9	10.9	10.6	114.6	105.0	9.6
BAP1D BEST BUY UL 100	15.8	15.8	15.8	16.3	16.3	16.3	16.9	17.1	19.3	19.3	19.3	18.8	207.0	210.0	-3.0
BAZ1D BEST BUY NF	9.5	9.5	9.5	9.8	9.8	9.8	10.1	10.2	11.9	11.9	11.9	11.6	125.5	130.0	-4.5
FAB1D F&L LTS MEN	0.2	0.2	0.6	0.3	0.6	0.5	0.2	0.3	0.6	0.3	0.6	0.5	4.9	8.0	-3.1
FAF1D F&L LTS REG	4.4	4.4	4.4	4.6	4.6	4.6	4.7	4.8	5.4	5.4	5.4	5.3	58.0	55.0	3.0
FAJ1D F&L LTS 100 REG	4.4	4.4	4.4	4.6	4.6	4.6	4.7	4.8	5.4	5.4	5.4	5.3	58.0	65.0	-7.0
FAK1D F&L LTS 100 MEN	6.0	6.0	6.0	7.2	7.2	7.2	8.0	8.0	8.0	8.2	8.2	8.2	88.2	100.0	-11.8
FAP1D F&L UL LTS 100 REG	5.7	5.7	5.7	5.9	5.9	5.9	6.5	6.6	6.9	6.9	6.9	6.8	75.4	66.0	9.4
FA21D F&L LTS BOX REG	6.0	6.0	6.0	7.0	7.0	7.0	8.0	8.0	8.0	9.0	9.0	9.0	90.0	90.0	0.0
AAA1D GENCO FF KS	28.4	28.4	28.4	29.4	29.4	29.4	32.5	32.8	36.7	36.7	36.7	35.7	384.5	370.0	14.5
AAC1D GENCO 100	38.5	38.5	38.5	39.9	39.9	39.9	41.3	41.7	51.5	51.5	51.6	50.1	522.9	520.0	2.9
AAF1D GENCO LT KS	24.6	24.6	24.6	24.6	24.6	24.6	24.6	24.9	24.8	24.8	24.8	24.1	295.6	290.0	5.6
AAH1D GENC0 LT MEN	9.5	9.5	9.5	9.8	9.8	9.8	10.1	10.2	11.9	11.9	11.9	11.6	125.5	142.0	-16.5
AAJ1D GENCO LT 100	30.0	30.0	30.0	31.0	31.0	31.0	32.0	32.0	32.0	32.5	32.5	32.5	376.5	365.0	11.5
AAK1D GENCO LT 100 MEN	22.6	22.6	22.6	22.6	22.6	22.6	22.6	22.9	22.8	22.8	22.8	22.2	271.7	265.0	6.7
AAM1D GENCO UL LT KS	13.8	13.8	13.8	13.8	13.8	13.8	13.8	13.9	13.9	13.9	13.9	13.5	165.7	180.0	-14.3
AAP1D GENCO UL LT 100	25.3	25.3	25.3	26.2	26.2	26.2	28.6	28.8	32.7	32.7	32.7	31.8	341.8	350.0	-8.2
AAZ1D GENCO NF KS	8.2	8.2	8.2	8.5	8.5	8.5	8.8	8.9	10.0	10.0	10.0	9.8	107.6	110.0	-2.4
6000D ALL AMER NF	4.4	4.4	4.4	4.6	4.6	4.6	4.7	4.8	5.4	5.4	5.4	5.3	58.0	49.0	9.0
6010D ALL AMER REG KS	18.9	18.9	18.9	19.6	19.6	19.6	20.3	20.5	23.1	23.1	23.2	22.5	248.2	265.0	-16.8
6020D ALL AMER KS MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6030D ALL AMER 100	20.0	20.0	20.0	20.2	20.2	20.2	20.7	20.7	20.7	23.0	24.0	24.0	253.7	260.0	-6.3
6040D ALL AMER 100 MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6050D ALL AMER LT 85 REG	11.4	11.4	11.4	11.8	11.8	11.8	12.2	12.3	15.9	15.9	15.9	15.4	157.2	138.0	19.2
6060D ALL AMER LT 85 MEN	4.4	4.4	4.4	4.6	4.6	4.6	4.7	4.8	5.9	5.9	5.9	5.8	60.0	55.0	5.0
6070D ALL AMER LT 100 REG	22.0	22.0	22.0	23.0	23.0	23.0	24.0	24.0	24.0	27.0	27.0	27.0	288.0	310.0	-22.0
6080D ALL AMER LT 100 MEN	14.8	14.8	14.8	15.0	15.0	15.0	15.6	15.7	18.8	18.8	18.8	18.3	195.4	169.0	26.4
6090D ALL AMER UL 85	6.9	6.9	6.9	7.2	7.2	7.2	7.4	7.5	8.5	8.5	8.5	8.3	91.0	90.0	1.0
6100D ALL AMER ULT KS MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6110D ALL AMER UL 100	22.0	22.0	22.0	24.0	24.0	24.0	26.0	26.0	26.0	31.0	31.0	31.0	309.0	303.0	6.0
6210D BASIC FF 85'S	108.3	108.3	108.3	111.3	111.3	111.3	118.2	119.4	128.9	128.9	128.9	125.3	1408.4	1385.0	23.4
6230D BASIC FF 100'S	100.0	100.0	100.0	101.9	101.9	101.9	106.9	106.9	106.9	113.8	113.8	113.8	1267.8	1275.0	-7.2
6250D BASIC LIGHTS 85'S	73.0	73.0	73.0	76.0	76.0	76.0	79.0	79.0	79.0	92.0	92.0	92.0	960.0	981.0	-21.0
6260D BASIC LTS 85'S MEN	31.6	31.6	31.6	32.7	32.7	32.7	33.8	34.2	38.6	38.6	38.6	37.5	414.2	433.0	-18.8
6270D BASIC LIGHTS 100'S	80.9	80.9	80.9	80.9	80.9	80.9	80.9	81.8	105.3	105.3	105.3	102.2	1066.2	1067.0	-0.8
6280D BASIC LTS 100'S MEN	55.0	55.0	55.0	57.0	57.0	57.0	59.0	59.0	59.0	67.0	67.0	67.0	714.0	727.0	-13.0
6290D BASIC UL 85'S	29.0	29.0	29.0	30.0	30.0	30.0	31.0	31.0	31.0	35.0	35.0	35.0	375.0	385.0	-10.0
6310D BASIC UL 100'S	62.0	62.0	62.0	65.0	65.0	65.0	67.0	67.0	67.0	68.0	68.0	68.0	786.0	776.0	10.0
6320D BASIC FF NO FILT 85s	18.9	18.9	18.9	19.6	19.6	19.6	20.3	20.5	23.1	23.1	23.2	22.5	248.2	254.0	-5.8

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Source: https://www.industrydocuments.ucsf.edu/docs/rlln0004

PM-USA 1992 PRODUCTION FORECAST

	JAN 1	FEB 2	MAR 3	APR 4	MAY 5	JUN 6	JUL 7	AUG 8	SEP 9	OCT 10	NOV 11	DEC 12	TOTAL	FCST	DIFF
FBH1D MONEY LTS 85'S MEN	2.5	2.5	2.5	3.0	3.0	3.0	3.0	3.0	4.5	4.5	4.5	4.3	40.3	35.0	5.3
FBK1D MONEY LTS 100'S MEN	4.4	4.4	4.4	4.6	4.6	4.6	4.7	4.8	5.9	5.9	5.9	5.8	60.0	55.0	5.0
2220D BRISTOL LTS KS	56.8	65.0	166.5	93.8	159.6	153.4	66.9	95.3	167.8	93.3	162.0	135.8	1416.2	1410.0	6.2
2230D BRISTOL LTS KS MEN	23.3	26.7	68.4	38.5	65.6	63.0	27.5	39.1	68.9	38.3	66.5	55.8	581.6	582.0	-0.4
2240D BRISTOL LTS 100'S	71.0	81.3	208.1	117.3	199.5	191.7	83.6	119.1	209.8	116.6	202.5	169.8	1770.3	1767.0	3.3
2250D BRISTOL LTS 100 MEN	44.0	50.4	129.0	72.7	123.7	118.9	51.8	73.8	130.1	72.3	125.5	105.2	1097.4	1107.0	-9.6
2320D BRISTOL FF KS	50.1	57.4	146.9	82.8	140.8	135.3	59.0	84.1	148.1	82.3	142.9	119.8	1249.5	1264.0	-14.5
2330D BRISTOL FF 100'S	58.8	67.3	172.4	97.2	165.3	158.9	69.3	98.7	173.8	96.6	167.8	140.7	1466.8	1475.0	-8.2
2340D BRISTOL NO FILT 85'S	19.9	22.8	58.3	32.8	55.9	53.7	23.4	33.3	58.7	32.7	56.7	47.5	495.7	483.0	12.7
2350D BRISTOL UL 100'S	33.9	38.8	99.3	55.9	95.2	91.5	39.9	56.8	100.1	55.7	96.6	81.0	844.7	853.0	-8.3
2800D BRISTOL LOWEST KS SP	20.9	23.9	61.2	34.5	58.7	56.4	24.6	35.1	61.7	34.3	59.6	50.0	520.9	527.0	-6.1
2810D BRIST LOWEST 100 SP	13.2	15.1	38.6	21.8	37.1	35.6	15.5	22.1	39.0	21.7	37.6	31.5	328.8	323.0	5.8
2280D NEXT LTS KS SP	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2290D NEXT LTS KS SP MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2300D NEXT LTS KS SP 100'S	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2310D NEXT LT KS SP 100MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2170D NEXT UL KS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2180D NEXT UL KS MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2190D NEXT UL KS 100'S	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2200D NEXT UL KS 100'S MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
1220D BUCKS FF KS	28.7	32.8	84.0	47.3	80.5	77.4	33.8	48.1	84.7	47.1	81.7	68.5	714.6	712.0	2.6
1260D BUCKS LTS KS	21.6	24.7	63.2	35.6	60.6	58.2	25.4	36.2	63.7	35.4	61.5	51.5	537.6	538.0	-0.4
7000D CARTIER 10'S	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.6	0.60	0.00
7010D CARTIER 10'S MEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.30	0.00
7020D CARTIER 20'S	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	1.1	1.10	0.00
7030D CARTIER 20'S MEN	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	1.0	1.00	0.00
1460D AMERICANA	0.2	0.2	0.5	0.3	0.5	0.5	0.2	0.3	0.6	0.3	0.5	0.4	4.7	4.80	-0.10
1470D SKYLINE	0.2	0.2	0.5	0.3	0.5	0.5	0.2	0.3	0.6	0.3	0.5	0.4	4.7	4.80	-0.10
2400D B&H DE-NIC	0.0	0.0	0.1	0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.1	0.1	0.7	0.74	-0.04
2410D B&H DE-NIC MEN	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.0	0.4	0.46	-0.06
2420D B&H DE-NIC 100S	0.1	0.1	0.2	0.1	0.2	0.2	0.1	0.1	0.2	0.1	0.2	0.1	1.4	1.47	-0.07
2430D B&H DE-NIC MEN100S	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.8	0.84	-0.04
TOTAL	8,302	11,929	24,333	14,144	23,499	23,669	11,286	16,473	25,518	15,212	25,366	22,259	221,991	225,036	(3,051)
INPUT(ENTER)													221,990	221,990	
EXCESS(CUME)	4,274	740	7,520	3,855	9,741	14,190	6,179	4,774	12,161	9,625	17,907	21,770	0.5213808		
EXCESS(WK)	(9,026)	(3,535)	6,781	(3,665)	5,886	4,449	(8,011)	(1,405)	7,387	(2,536)	8,282	3,863			
WEEKS	4.249	3.792	4.304	4.367	4.319	4.713	4.732	4.384	4.446	4.352	4.189	4.511	52.358000		
% OF EXCESS	67.9%	26.6%	0.0%	27.6%	0.0%	0.0%	60.2%	10.6%	0.0%	19.1%	0.0%	0.0%			

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